

Profit or Loss Highlights (Rp bn)	FY22	FY21*	Δ
Sales	4,585	4,525	1%
Gross Profit	1,491	1,809	(18%)
Gross Profit Margin	33%	40%	
Operating Profit	1,206	1,193	1%
Operating Profit Margin	26%	26%	
Profit for the Year	1,035	992	4%
Attributable Profit	1,036	992	4%
Attributable Profit Margin	23%	22%	
Earning per Share <sup>(1)</sup> (In Rp)	152	146	4%
Core Profit <sup>(2)</sup>	1,116	1,279	(13%)
EBITDA <sup>(3)</sup>	1,747	1,950	(10%)
EBITDA <sup>(3)</sup> Margin	38%	43%	

\* Restated

(1) Calculated based on weighted average number of ordinary shares for basic earning per share (number of shares)

(2) Profit for the year before effects of forex gains/(losses), changes in fair value of biological assets, expected interest rate amortization of plasma receivables and other non-recurring items

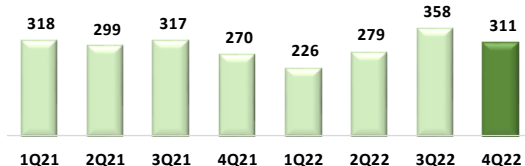
(3) Profit before income tax - finance income + finance costs + depreciation and amortization expenses - changes in fair value of biological assets + other non-recurring items

Financial Position Highlights (Rp bn)	30 Dec 2022	31 Dec 2021*
TOTAL ASSETS	12,417	11,851
Cash & Cash Equivalents	3,847	3,368
TOTAL LIABILITIES	1,481	1,660
TOTAL EQUITY	10,936	10,191

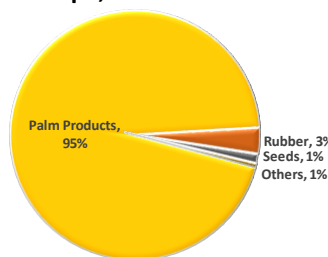
\* Restated

Oil Palm Production Highlights ('000 MT)	FY22	FY21	Δ
FFB	1,417	1,384	2%
FFB Nucleus	1,174	1,204	(2%)
FFB External	243	180	35%
CPO (Crude Palm Oil)	306	306	0%
CPO Extraction Rate (%)	21.9	22.3	
PK (Palm Kernel)	88	86	2%
PK Extraction Rate (%)	6.3	6.3	

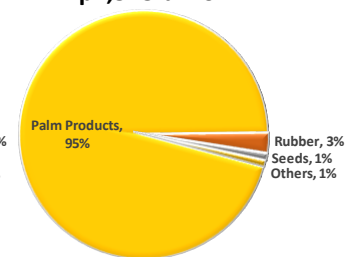
FFB Nucleus Production (in '000 MT)



FY22 Sales Mix  
Rp4,585 billion



FY21 Sales Mix  
Rp4,525 billion



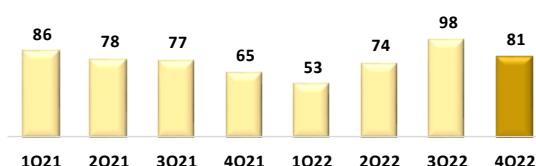
Sales Volume ('000 MT)	FY22	FY21	Δ
CPO	286	318	(10%)
PK Products - PK, PKO, PKE	100	92	9%
Rubber	5.8	5.6	4%
Oil Palm Seeds (mn seeds)	6.4	4.9	30%

Nucleus Planted Area (hectares)	30 Dec 2022	31 Dec 2021
Total Planted Area	111,240	114,111
Oil Palm	91,151	93,853
Mature	83,742	85,630
Immature	7,409	8,223
Rubber	16,074	16,228
Others (mainly cocoa, tea)	4,015	4,030

As of Dec 31, 2022, oil palm plasma partnership was 31,805 hectares

All figures shown in this page are subject to rounding effect

CPO Production (in '000 MT)



### Highlights:

- Total FFB production in FY2022 was 1.42 million tonnes, up 2% yoy as a result of higher FFB external which was partly offset by lower FFB nucleus. In FY2022, FFB nucleus production declined 2% yoy to 1.17 million tonnes mainly as a result of unfavorable weather conditions and replanting activities.
- In FY2022, CPO production was 306 thousand tonnes, similar compared to FY2021.
- In the second semester of 2022 (2H2022), FFB nucleus and CPO production were up 14% and 27% compared to the second semester of 2021 (2H2021).
- In FY2022, Lonsum reported total sales of Rp4.59 trillion, 1% yoy higher primarily due to higher average selling prices of palm products which was partly offset by lower CPO sales volume.
- In FY2022, Lonsum reported gross profit Rp1.49 trillion, operating profit Rp1.21 trillion, EBITDA Rp1.75 trillion and core profit Rp1.12 trillion.
- Profit for the year attributable to owners of the parent increased 4% yoy to Rp1.04 trillion.
- Lonsum maintained its healthy financial position with total asset Rp12.42 trillion including cash and cash equivalents of Rp3.85 trillion with no bank loan as of December 31, 2022.

### Ikhtisar:

- Total produksi FFB pada FY2022 naik 2% yoy menjadi 1,42 juta ton seiring kenaikan TBS eksternal yang sebagian diimbangi oleh penurunan TBS inti. Produksi TBS inti turun 2% yoy menjadi 1,17 juta ton di FY2022 terutama karena dampak cuaca yang tidak mendukung dan kegiatan peremajaan tanaman.
- Pada FY2022, produksi CPO sebesar 306 ribu ton, sama dibandingkan tahun 2021.
- Pada semester kedua 2022 (2H2022), produksi TBS inti dan CPO naik masing-masing 14% dan 27% dibandingkan semester kedua 2021 (2H2021).
- Pada FY2022, Lonsum mencatat penjualan sebesar Rp4,59 triliun, naik 1% yoy terutama kenaikan harga jual rata-rata produk sawit yang sebagian diimbangi oleh penurunan volume penjualan CPO.
- Pada FY2022, Lonsum mencatat laba bruto sebesar Rp1,49 triliun, laba usaha Rp1,21 triliun, EBITDA Rp1,75 triliun dan *core profit* Rp1,12 triliun.
- Laba tahun berjalan yang dapat diatribusikan kepada pemilik entitas induk meningkat 4% yoy menjadi Rp1,04 triliun.
- Lonsum mempertahankan posisi keuangan yang sehat dengan total aset Rp12,42 triliun termasuk posisi kas dan setara kas sebesar Rp3,85 triliun dan tidak adanya pendanaan melalui hutang bank pada tanggal 31 Desember 2022.